

## Spence, Stephen E

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**From:** Spence, Stephen E  
**Sent:** Tuesday, June 23, 2015 3:08 PM  
**To:** johnb@eagleresearchcorp.com  
**Cc:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Hello John,

Enybe Diaz is traveling this week, but she forwarded me your message and asked if we had tickets remaining for the Greenbrier Classic. Unfortunately we no longer have tickets available for July 2 or July 3. However, we can offer you two tickets for either Saturday, July 4 or Sunday, July 5 if either of those days would work with your schedule. You and your son would be welcome. Please let me know if you are interested.

Best regards,

Steve Spence

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Stephen E. Spence | Director, International Division | West Virginia Development Office  
State Capitol | Charleston, WV 25305-0311 USA  
tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

Begin forwarded message:

**From:** John Booth <[johnb@eagleresearchcorp.com](mailto:johnb@eagleresearchcorp.com)>  
**Date:** June 19, 2015 at 8:41:45 PM EDT  
**To:** "Diaz, Enybe" <[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)>  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

I look forward to visiting soon. Would you ever be up to meeting with my International Distributors when they are in from time to time. The attention would be great !

As for the tickets I would love to come. Any chance in my bringing my son ? He is 15. Not worries if not. I would have to confirm anyways. He plays baseball, basketball, and football. All are in full swing at the moment for three weeks.

John

**John F. Booth**  
Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565

Fax: 1-304-757-3332  
Cell: 1-304-545-3367

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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]

**Sent:** Wednesday, June 10, 2015 10:45 AM

**To:** John Booth

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Hi John,

Thank for this email. The week of the 29<sup>th</sup> will be difficult for me as I will be traveling back from Eastern Europe and then to The Greenbrier Classic.

About The Greenbrier Classic, our program has day-passes available for exporters for Thursday July 2<sup>nd</sup>. These passes give companies access to the West Virginia Development Office private box on the 18<sup>th</sup> hole. Food and drinks are offered starting at 7 am. Companies will also be welcome to join the WV reception that evening at 7 pm hosted by the Governor.

Would you or any of your colleagues be interested in a couple of day-passes?

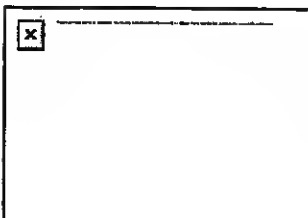
I would still like to continue to try to schedule a meeting with you. I just learned that my colleague Catlin Ashley was there a few months ago with the folks from the Putnam County Development Authority. You may remember some details about our program from that meeting.

Right now we are in the process of accepting applications for a trade mission to Japan and a trade mission and conference in South Africa. If you would be interested in any of these two market, please let me know. I will be happy to give you a better idea of what these events consist of. The application process starts with a market assessment to determine if you should participate. If market feedback comes back positive, then you can decide whether you want to travel to the market with us or not.

I look forward to your feedback.

Have a nice day,

Enybe Diaz



**Enybe Diaz** | International Trade Representative | West Virginia Development Office  
tel: (304) 957-2018 mobile (304) 546-6542 [www.worldtradewv.com](http://www.worldtradewv.com)  
State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311 USA [Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

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**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]  
**Sent:** Tuesday, June 09, 2015 5:17 PM  
**To:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Good Afternoon Enybe !

I am very sorry but I am going to have to postpone our meeting until further in the month. Unexpected travel has come up.

How is your schedule the week of June 29<sup>th</sup> ?

Thanks

John

### **John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565  
Fax: 1-304-757-3332  
Cell: 1-304-545-3367

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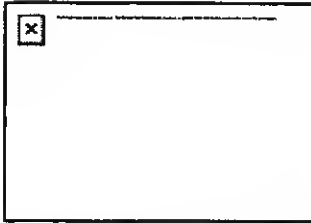
**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]  
**Sent:** Friday, April 17, 2015 3:19 PM  
**To:** John Booth  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Good afternoon John,

June 16th would be great. Would you like go ahead and give me a time?

I'm really looking forward to this meeting.

Have a very nice weekend,



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**Enybe Diaz** | International Trade Representative | West Virginia Development Office  
tel: (304) 957-2018    mobile (304) 546-6542    [www.worldtradewv.com](http://www.worldtradewv.com)  
State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311    USA    [Enybe.Dioz@wv.gov](mailto:Enybe.Dioz@wv.gov)

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**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]  
**Sent:** Friday, April 17, 2015 1:56 PM  
**To:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Good Afternoon Enybe,

Sorry for the delay. We are in the midst of a complete new product release with lots of travels and our biggest trade show coming up in May. I think we are going to have to push until June. Right now I have the week of June 15<sup>th</sup> fairly open if you'd like to pencil something in for June 16<sup>th</sup>?

Thanks

John

**John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]

**Sent:** Friday, April 3, 2015 12:32 PM

**To:** John Booth

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

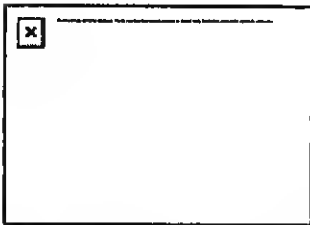
Hi John,

I'd like to go ahead and touch base with you about the possibility to meet with you this month.

Would you like to suggest a potential date?

I'm looking forward to this.

Thank you,



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**Enybe Diaz** | International Trade Representative | West Virginia Development Office  
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State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311 USA

[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

---

**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]

**Sent:** Thursday, March 12, 2015 4:13 PM

**To:** Diaz, Enybe

**Subject:** RE: Thanks for the conversation- Here's the Information about our Poland Seminar

I would welcome the opportunity to meet with you. Check back with me in April. March pretty booked up at the moment.

John

### **John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 5t. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565  
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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]

**Sent:** Thursday, March 12, 2015 4:11 PM

**To:** John Booth

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Hi John,

Thanks for the feedback. At some point I would like to opportunity to meet you to learn more about your international business development goals and give you more information about the different services we have available.

Although Eagle Research has clearly been doing a great job entering new markets without our program, I'd like to try to identify if there's a specific activity or product offered by the state of WV you may find useful.

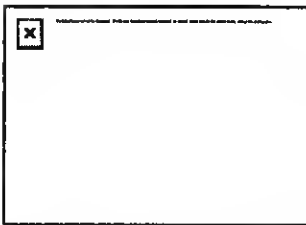
It's also useful for us to know what your markets of interest are for when we are designing our calendar of events.

Here's the link to our 2015 calendar of events. We are taking companies to Africa in September and Japan in November.

[http://www.wvcommerce.org/word\\_trade\\_ext/events/default.aspx](http://www.wvcommerce.org/word_trade_ext/events/default.aspx)

Would you be interested in trying to set up a time to chat more about this in the near future?

Have very nice day,



---

**Enybe Diaz** | International Trade Representative | **West Virginia Development Office**

tel: (304) 957-2018 mobile (304) 546-6542

[www.worldtradewv.com](http://www.worldtradewv.com)

State Capitol | Building 6 | Room 531

1900 Kanawha Boulevard East

Charleston, WV 25305-0311 USA

[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

---

**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]  
**Sent:** Thursday, March 12, 2015 2:53 PM  
**To:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Thank you for the update ! Please continue to remember us when you have events like this. At this time we are not currently looking to expand into Poland. We are in the midst of a new product release and several larger trade shows so we just do not have the time to take on the efforts required going into a new market. Thanks John

## **John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]  
**Sent:** Wednesday, March 11, 2015 11:25 AM  
**To:** John Booth; Tushar Shah  
**Subject:** Thanks for the conversation- Here's the information about our Poland Seminar

Hi Tushar, Hi John,

I hope this email finds you well. I just left you a voicemail Tushar. John, we haven't met before but I'd like to use this opportunity to introduce myself. My name is Enybe Diaz and I am part of the International Division of the West Virginia Development Office. We have a program that we referred to as the Export Promotion Program and we provide assistance to small and medium-sized WV exporters as they expand their international sales. We have many services available, but what we do best is international events to connect WV companies with potential business partners around the world.

One event we are working on at the moment is an "Exporting to Poland" seminar in preparation for our upcoming trade mission to Poland, Hungary and Romania. I noticed on Eagle's website that John, you are the primary contact for the Czech Republic and it made wonder if you'd be interested in these events. As you will be able to see on the attached flyer, our main speaker will be Ms. Barbara Grabowska, Senior Commercial Specialist from the U.S. Commercial Service in Warsaw, Poland, and we will be discussing the following topics:

- Country of Poland overview
- Leading sectors of opportunity for U.S. exports

- Market entry strategies
- Cultural aspects of doing business in Poland
- General overview of CE marking
- Upcoming WV Trade Mission to Poland – (Learn how to get a free market opportunity evaluation for your products in Poland)

We would love to have you and anybody else at Eagle Research Corporation that may be interested in the topic. This event would be a great introduction to our program and other agencies working on behalf of West Virginia exporters.

Although this event is free, we do ask companies to register to keep a count for catering.

**Charleston-** Tues., March 24<sup>th</sup> at 12 pm The Charleston Marriott Hotel- *Networking Luncheon preceding the presentation-Free admission*

Click here to register-

[http://www.wvcommerce.org/word\\_trade\\_ext/registration/charleston.aspx](http://www.wvcommerce.org/word_trade_ext/registration/charleston.aspx)

<h1>LEARN ABOUT EXPORTING TO Poland</h1>	
<h2>MARKET ENTRY OPPORTUNITIES FOR WEST VIRGINIA EXPORTERS</h2>	
<p><b><u>Date:</u></b> Tues., March 24, 2015</p> <p><b><u>Place:</u></b> The Charleston Marriott Town Center Hotel 200 Lee Street East, Charleston, WV 25301 Phone: 304.345.6500</p> <p><b><u>Time:</u></b> 12 pm to 3 pm</p> <p><i>Networking luncheon preceding the seminar from 12 –1pm</i></p> <p><b>Free admission</b></p>	<p>The WV Development Office and The U.S. Commercial Service are pleased to invite you to attend a seminar with <b>Ms. Barbara Grabowska</b>, Senior Commercial Specialist from the U.S. Commercial Service in Warsaw, Poland.</p> <p>We will be discussing the following topics:</p> <ul style="list-style-type: none"> <li>• <b>Country of Poland overview</b></li> <li>• <b>Leading sectors of opportunity for U.S. exports</b></li> <li>• <b>Market entry strategies</b></li> <li>• <b>Cultural aspects of doing business in Poland</b></li> <li>• <b>General overview of CE marking</b></li> <li>• <b>Upcoming WV Trade Mission to Poland</b></li> </ul>



Click below for other locations  
for this event:

Morgantown: March 23 at 10 am

Wheeling: March 23 at 3 pm



**FOR ONLINE REGISTRATION [CLICK HERE](#)**

Or RSVP to Enybe Diaz: [Enybe.diaz@wv.gov](mailto:Enybe.diaz@wv.gov) - 304-957-2018

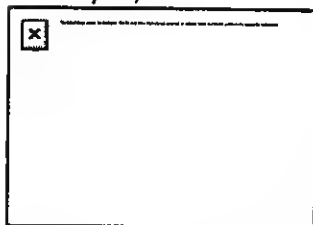
Sincerely,

Enybe Diaz

West Virginia

I look forward to seeing you there.

Thank you,



---

**Enybe Diaz** | International Trade Representative | West Virginia Development Office

tel: (304) 957-2018 mobile (304) 546-6542

[www.worldtradewv.com](http://www.worldtradewv.com)

State Capitol | Building 6 | Room 531

1900 Kanawha Boulevard East

Charleston, WV 25305-0311 USA

[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

## Spence, Stephen E

---

**From:** Spence, Stephen E  
**Sent:** Tuesday, June 23, 2015 4:09 PM  
**To:** Hopkins, Kris N  
**Cc:** Hubbert, Hollie M  
**Subject:** RE: Meeting with Osaka Gas - July 1

Kris, Mr. Yamamoto's title is Senior Vice President of Osaka Gas USA

Steve

---

**From:** Hopkins, Kris N  
**Sent:** Tuesday, June 23, 2015 10:52 AM  
**To:** Spence, Stephen E  
**Cc:** Hubbert, Hollie M  
**Subject:** FW: Meeting with Osaka Gas - July 1

Here's what I sent to Kyle:

Here's the tentative plan on Wednesday:

5pm Meeting with Osaka Gas – Lobby in front of registration (Steve Spence and Hollie Hubbert will facilitate the introduction, guide you to a place to meet, and then step out)

Kyle Mork, President, ECA  
Matt Flavin, VP Finance, ECA  
Atsushi Tanimura, Vice President, Osaka Gas USA  
Tadashi Yamamoto (We do not have his title. I have requested it and will let you know as soon as I get a response.)

6:30pm Dinner - Prime 44  
Kyle Mork, President, ECA  
Matt Flavin, VP Finance, ECA  
Atsushi Tanimura, Vice President, Osaka Gas USA  
Tadashi Yamamoto. We do not have his title. I have requested it and will let you know as soon as I get a response.  
Steve Spence, Director International, WVDO  
Hollie Hubbert, Project Manager Asia Pacific, WVDO  
Kris Hopkins, Director BID, WVDO

8/8:30pm Depart for Concert at fairgrounds

Let me know if you have any questions. Looking forward to seeing you and Matt.

Best,

Kris

Kris Hopkins | Director, Business & Industrial Development | West Virginia Development Office

Capitol Complex | Bldg. 6 | Rm. 504 | Charleston, WV 25305

P: 304.558.2234 | F: 304.558.0449 | E-Mail: [kris.n.hopkins@wv.gov](mailto:kris.n.hopkins@wv.gov) | [www.wvdo.org](http://www.wvdo.org)

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See what executives are saying about West Virginia: [Business at the Speed of Life](#)

## Spence, Stephen E

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**From:** Spence, Stephen E  
**Sent:** Tuesday, June 23, 2015 4:18 PM  
**To:** Atsushi Tanimura  
**Subject:** RE: Greenbrier update

Mr. Tanimura,

Thank you. We look forward to seeing you both next week.

Steve

---

**From:** Atsushi Tanimura [mailto:atanimura@osakagasusa.com]  
**Sent:** Tuesday, June 23, 2015 4:04 PM  
**To:** Spence, Stephen E  
**Subject:** RE: Greenbrier update

Dear Steve,

Thank you for your additional information. It's very helpful.  
Sorry for my belated reply. Mr. Yamamoto is Senior Vice President of Osaka Gas USA.

Kind regards,

Atsushi Eddie Tanimura  
Vice President  
Osaka Gas USA  
2200 Post Oak Blvd., Suite 1500, Houston, TX 77056  
1 North Lexington Avenue, Suite 504, White Plains, NY 10601  
Mobile 914-282-9228  
[atanimura@osakagasusa.com](mailto:atanimura@osakagasusa.com)

---

**From:** Spence, Stephen E [mailto:Stephen.E.Spence@wv.gov]  
**Sent:** Tuesday, June 23, 2015 8:59 AM  
**To:** Atsushi Tanimura  
**Subject:** RE: Greenbrier update

Dear Mr. Tanimura,

One more question. I'm sorry, but I do not have Mr. Yamamoto's title. I would like to provide that to the companies you will be meeting. I appreciate your help.

Steve

**From:** Spence, Stephen E  
**Sent:** Monday, June 22, 2015 11:53 AM  
**To:** 'Atsushi Tanimura'  
**Cc:** Hubbert, Hollie M  
**Subject:** RE: Greenbrier update

Dear Mr. Tanimura,

I have not had direct communication with Jeff Keister and Don Raikes, but both are from Dominion's Richmond, Va. headquarters. Our local contact with Dominion let me know that both are Vice Presidents and they are involved with gas transmission and the Cove Point project. I have not been able to identify a Dominion Hope representative to visit the Greenbrier this time. However, we will be happy to arrange such an introduction at another time.

I hope this is helpful information. Please let me know if I can assist further.

Best regards,

Steve

---

**From:** Atsushi Tanimura [<mailto:atanimura@osakagasusa.com>]  
**Sent:** Monday, June 22, 2015 10:01 AM  
**To:** Spence, Stephen E  
**Cc:** Hubbert, Hollie M  
**Subject:** RE: Greenbrier update

Dear Steve,

Good morning.  
Hope you had a good weekend.

Thank you for your update.  
We really appreciate your effort for this nice arrangement.

I'd like to confirm if we can know two gentlemen from Dominion Resources are working for Hope Gas in West Virginia or Dominion HQ in Richmond, VA, or any other organization.  
If we can see their title and organization or responsibility, it is highly appreciated.

We really look forward to meeting with you and many visitors.

Kind regards,

Atsushi Eddie Tanimura  
Vice President  
Osaka Gas USA  
2200 Post Oak Blvd., Suite 1500, Houston, TX 77056  
1 North Lexington Avenue, Suite S04, White Plains, NY 10601  
Mobile 914-282-9228  
[atanimura@osakagasusa.com](mailto:atanimura@osakagasusa.com)

---

**From:** Spence, Stephen E [<mailto:Stephen.E.Spence@wv.gov>]  
**Sent:** Monday, June 22, 2015 9:32 AM  
**To:** Atsushi Tanimura  
**Cc:** Hubbert, Hollie M  
**Subject:** Greenbrier update

Dear Mr. Tanimura,

We are continuing to work on the arrangements for your visit. We have a meeting scheduled with ECA for 5:00 PM on July 1. Mr. Kyle Mork, President, and Mr. Matt Flavin, Senior Vice President will participate. Their brief biographical information can be found on the ECA website <http://eca.com/about.aspx#who-we-are> Mr. Mork will be traveling from Charleston and Mr. Flavin from Denver. At 6:30 PM they will join us for dinner.

Regarding the dress code during your visit, you and Mr. Yamamoto can dress as casually as you wish. Most people attending the tournament will wear short sleeve shirts, casual pants or shorts. However, I would recommend that you bring a sport coat or blazer to wear to dinner. Also, if you wish to visit the casino or casino bar after dinner a sport coat is required.

For July 2, we have the following schedule:

8:30 Larry Meador, Manager, Customer Development & Communications, **Mountaineer Gas**

10:30 Jeff Keister and Don Raikes, **Dominion Resources**

Unfortunately we were not able to confirm a meeting with **Antero** officials. Our contact said they will not be at the Greenbrier at this time. Also, they mentioned that Antero is familiar with Osaka Gas and has had contact with people in your company in both Houston and Japan.

Please let me know if you have further questions. I look forward to seeing you next week.

Best regards,

Steve

---

Stephen E. Spence | Director, International Division | West Virginia Development Office  
State Capitol | Charleston, WV 25305-0311 USA  
tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

## **Spence, Stephen E**

---

**From:** Spence, Stephen E  
**Sent:** Thursday, June 25, 2015 9:29 AM  
**To:** John Booth  
**Cc:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

John, I live in Teays Valley and could drop off the tickets to your office tomorrow morning. Would that work? Thanks  
Steve

---

**From:** John Booth [mailto:johnb@eagleresearchcorp.com]  
**Sent:** Wednesday, June 24, 2015 9:51 AM  
**To:** Spence, Stephen E  
**Cc:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Thanks Steve ! If we could break free on July 5<sup>th</sup> where do we pick up tickets ? Will let you know ASAP. Do not hold waiting on me though. We will be coming back from vacation. John

### **John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
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Best regards,

Steve Spence

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tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

Begin forwarded message:

**From:** John Booth <[johnb@eagleresearchcorp.com](mailto:johnb@eagleresearchcorp.com)>  
**Date:** June 19, 2015 at 8:41:45 PM EDT  
**To:** "Diaz, Enybe" <[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)>  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

I look forward to visiting soon. Would you ever be up to meeting with my International Distributors when they are in from time to time. The attention would be great !

As for the tickets I would love to come. Any chance in my bringing my son ? He is 15. Not worries if not. I would have to confirm anyways. He plays baseball, basketball, and football. All are in full swing at the moment for three weeks.

John

### **John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565  
Fax: 1-304-757-3332  
Cell: 1-304-545-3367

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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]  
**Sent:** Wednesday, June 10, 2015 10:45 AM



**To:** John Booth

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Hi John,

Thank for this email. The week of the 29<sup>th</sup> will be difficult for me as I will be traveling back from Eastern Europe and then to The Greenbrier Classic.

About The Greenbrier Classic, our program has day-passes available for exporters for Thursday July 2<sup>nd</sup>. These passes give companies access to the West Virginia Development Office private box on the 18<sup>th</sup> hole. Food and drinks are offered starting at 7 am. Companies will also be welcome to join the WV reception that evening at 7 pm hosted by the Governor.

Would you or any of your colleagues be interested in a couple of day-passes?

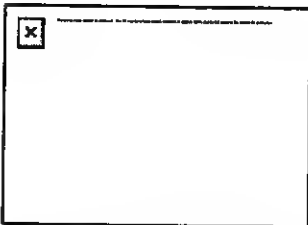
I would still like to continue to try to schedule a meeting with you. I just learned that my colleague Catlin Ashley was there a few months ago with the folks from the Putnam County Development Authority. You may remember some details about our program from that meeting.

Right now we are in the process of accepting applications for a trade mission to Japan and a trade mission and conference in South Africa. If you would be interested in any of these two market, please let me know. I will be happy to give you a better idea of what these events consist of. The application process starts with a market assessment to determine if you should participate. If market feedback comes back positive, then you can decide whether you want to travel to the market with us or not.

I look forward to your feedback.

Have a nice day,

Enybe Diaz



---

**Enybe Diaz** | International Trade Representative | West Virginia Development Office  
tel: (304) 957-2018   mable (304) 546-6542   [www.worldtradewv.com](http://www.worldtradewv.com)  
State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311 USA   [Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

---

**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]

**Sent:** Tuesday, June 09, 2015 5:17 PM

**To:** Diaz, Enybe

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Good Afternoon Enybe !

I am very sorry but I am going to have to postpone our meeting until further in the month. Unexpected travel has come up.

How is your schedule the week of June 29<sup>th</sup> ?

Thanks

John

**John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565  
Fax: 1-304-757-3332  
Cell: 1-304-545-3367

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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]

**Sent:** Friday, April 17, 2015 3:19 PM

**To:** John Booth

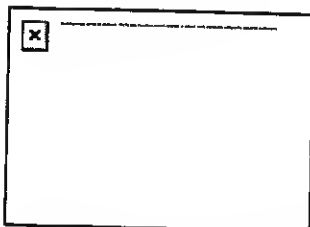
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Good afternoon John,

June 16th would be great. Would you like go ahead and give me a time?

I'm really looking forward to this meeting.

Have a very nice weekend,



---

Enybe Diaz | International Trade Representative | West Virginia Development Office

tel: (304) 957-2018 mobile (304) 546-6542  
State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311 USA

[www.worldtradewv.com](http://www.worldtradewv.com)

[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

---

**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]

**Sent:** Friday, April 17, 2015 1:56 PM

**To:** Diaz, Enybe

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Good Afternoon Enybe,

Sorry for the delay. We are in the midst of a complete new product release with lots of travels and our biggest trade show coming up in May. I think we are going to have to push until June. Right now I have the week of June 15<sup>th</sup> fairly open if you'd like to pencil something in for June 16<sup>th</sup> ?

Thanks

John

### **John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 5t. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565  
Fax: 1-304-757-3332  
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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]

**Sent:** Friday, April 3, 2015 12:32 PM

**To:** John Booth

**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

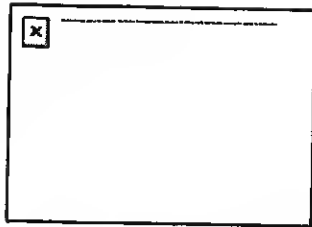
Hi John,

I'd like to go ahead and touch base with you about the possibility to meet with you this month.

Would you like to suggest a potential date?

I'm looking forward to this.

Thank you,



---

**Enybe Diaz** | International Trade Representative | West Virginia Development Office  
tel: (304) 957-2018 mobile (304) 546-6542 [www.worldtradewv.com](http://www.worldtradewv.com)  
State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311 USA [Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

---

**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]  
**Sent:** Thursday, March 12, 2015 4:13 PM  
**To:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

I would welcome the opportunity to meet with you. Check back with me in April. March pretty booked up at the moment.  
John

**John F. Booth**

Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25526  
Toll Free: 1-877-757-6565  
Fax: 1-304-757-3332  
Cell: 1-304-545-3367

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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]  
**Sent:** Thursday, March 12, 2015 4:11 PM  
**To:** John Booth  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Hi John,

Thanks for the feedback. At some point I would like to opportunity to meet you to learn more about your international business development goals and give you more information about the different services we have available.

Although Eagle Research has clearly been doing a great job entering new markets without our program, I'd like to try to identify if there's a specific activity or product offered by the state of WV you may find useful.

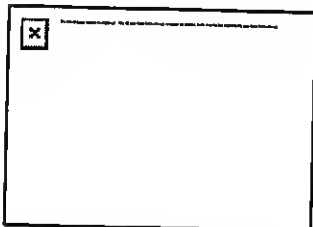
It's also useful for us to know what your markets of interest are for when we are designing our calendar of events.

Here's the link to our 2015 calendar of events. We are taking companies to Africa in September and Japan in November.

[http://www.wvcommerce.org/world\\_trade\\_ext/events/default.aspx](http://www.wvcommerce.org/world_trade_ext/events/default.aspx)

Would you be interested in trying to set up a time to chat more about this in the near future?

Have very nice day,



---

**Enybe Diaz** | International Trade Representative | West Virginia Development Office  
tel: (304) 957-2018 mobile (304) 546-6542 [www.worldtradewv.com](http://www.worldtradewv.com)  
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1900 Kanawha Boulevard East  
Charleston, WV 25305-0311 USA  
[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)

---

**From:** John Booth [<mailto:johnb@eagleresearchcorp.com>]  
**Sent:** Thursday, March 12, 2015 2:53 PM  
**To:** Diaz, Enybe  
**Subject:** RE: Thanks for the conversation- Here's the information about our Poland Seminar

Thank you for the update ! Please continue to remember us when you have events like this. At this time we are not currently looking to expand into Poland. We are in the midst of a new product release and several larger trade shows so we just do not have the time to take on the efforts required going into a new market. Thanks John

**John F. Booth**  
Director of Sales and Marketing  
Eagle Research Corporation  
1076 St. Rt. 34  
Hurricane, WV 25826  
Toll Free: 1-877-757-6565

Fax: 1-304-757-3332  
Cell: 1-304-545-3367

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**From:** Diaz, Enybe [<mailto:Enybe.Diaz@wv.gov>]

**Sent:** Wednesday, March 11, 2011 11:25 AM

**To:** John Booth; Tushar Shah

**Subject:** Thanks for the conversation- Here's the information about our Poland Seminar

Hi Tushar, Hi John,

I hope this email finds you well. I just left you a voicemail Tushar. John, we haven't met before but I'd like to use this opportunity to introduce myself. My name is Enybe Diaz and I am part of the International Division of the West Virginia Development Office. We have a program that we referred to as the Export Promotion Program and we provide assistance to small and medium-sized WV exporters as they expand their international sales. We have many services available, but what we do best is international events to connect WV companies with potential business partners around the world.

One event we are working on at the moment is an "Exporting to Poland" seminar in preparation for our upcoming trade mission to Poland, Hungary and Romania. I noticed on Eagle's website that John, you are the primary contact for the Czech Republic and it made wonder if you'd be interested in these events. As you will be able to see on the attached flyer, our main speaker will be Ms. Barbara Grabowska, Senior Commercial Specialist from the U.S. Commercial Service in Warsaw, Poland, and we will be discussing the following topics:

- Country of Poland overview
- Leading sectors of opportunity for U.S. exports
- Market entry strategies
- Cultural aspects of doing business in Poland
- General overview of CE marking
- Upcoming WV Trade Mission to Poland – (Learn how to get a free market opportunity evaluation for your products in Poland)

We would love to have you and anybody else at Eagle Research Corporation that may be interested in the topic. This event would be a great introduction to our program and other agencies working on behalf of West Virginia exporters.

Although this event is free, we do ask companies to register to keep a count for catering.

**Charleston-** Tues., March 24<sup>th</sup> at 12 pm The Charleston Marriott Hotel- *Networking Luncheon preceding the presentation-Free admission*

Click here to register-

[http://www.wvcommerce.org/word\\_trade\\_ext/registration/charleston.aspx](http://www.wvcommerce.org/word_trade_ext/registration/charleston.aspx)

# LEARN ABOUT EXPORTING TO

# Poland

## MARKET ENTRY OPPORTUNITIES FOR WEST VIRGINIA EXPORTERS

**Date:**

**Tues., March 24, 2015**

**Place:**

**The Charleston Marriott  
Town Center Hotel**

200 Lee Street East,  
Charleston, WV 25301  
Phone: 304.345.6500

**Time:**

**12 pm to 3 pm**

*Networking luncheon  
preceding the seminar  
from 12 –1pm*

**Free admission**

Click below for other locations  
for this event:

Morgantown: March 23 at 10 am

Wheeling: March 23 at 3 pm



The WV Development Office and The U.S. Commercial Service are pleased to invite you to attend a seminar with **Ms. Barbara Grabowska**, Senior Commercial Specialist from the U.S. Commercial Service in Warsaw, Poland.

We will be discussing the following topics:

- **Country of Poland overview**
- **Leading sectors of opportunity for U.S. exports**
- **Market entry strategies**
- **Cultural aspects of doing business in Poland**
- **General overview of CE marking**
- **Upcoming WV Trade Mission to Poland**

**FOR ONLINE REGISTRATION [CLICK HERE](#)**

Or RSVP to Enybe Diaz: [Enybe.diaz@wv.gov](mailto:Enybe.diaz@wv.gov) - 304-957-2018

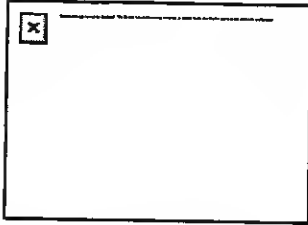
Sincerely,

Enybe Diaz

West Virginia

I look forward to seeing you there.

Thank you,



---

**Enybe Diaz** | International Trade Representative | **West Virginia Development Office**  
tel: (304) 957-2018    mobile (304) 546-6542    [www.worldtradewv.com](http://www.worldtradewv.com)

State Capitol | Building 6 | Room 531  
1900 Kanawha Boulevard East  
Charleston, WV 25305-0311    USA

[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)



## **Spence, Stephen E**

---

**From:** Spence, Stephen E  
**Sent:** Thursday, June 25, 2015 9:32 AM  
**To:** Steve Roberts  
**Cc:** Diaz, Enybe  
**Subject:** RE: Greenbrier

Steve,

Yes, we have two tickets for Sunday, July 5. I'll mail them to your office. Thanks.

Steve

---

**From:** Steve Roberts [mailto:sroberts@eagle-mfg.com]  
**Sent:** Wednesday, June 24, 2015 4:35 PM  
**To:** Spence, Stephen E  
**Cc:** Diaz, Enybe  
**Subject:** Re: Greenbrier

Hi Steve,

Yes, the mission is going well.

I finally was able to catch up with my son tonight, and we would like Sunday if they are still available. Please let me know.

Thanks.

Best Regards,

Steve Roberts  
Business Development Manager  
Eagle Manufacturing Company

Mobile 304-914-7544  
Office 304-737-3171  
Email: [sroberts@eagle-mfg.com](mailto:sroberts@eagle-mfg.com)

This message was sent from my mobile device.

On Jun 23, 2015, at 9:55 PM, Spence, Stephen E <[Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)> wrote:

Steve,

I hope the mission is going well. Enybe forwarded me your message about the golf tournament. Unfortunately we no longer have tickets available for Friday, July 3. We appreciate your interest in attending and am sorry that we are not able to accommodate you on that day. However, we can offer you two tickets for either the Saturday or Sunday if one of those days would work for your schedule. Please let me know if you are interested. Thank you.

Best regards,

Steve

Stephen E. Spence | Director, International Division | West Virginia Development Office  
State Capitol | Charleston, WV 25305-0311 USA  
tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

**From:** Diaz, Enybe  
**Sent:** Thursday, June 18, 2015 6:14 PM  
**To:** Spence, Stephen E  
**Subject:** Fwd: Greenbrier

See below please

Sent from my iPhone

Begin forwarded message:

**From:** Steve Roberts <[sroberts@eagle-mfg.com](mailto:sroberts@eagle-mfg.com)>  
**Date:** June 18, 2015 at 5:00:37 PM EDT  
**To:** Enybe Diaz <[Enybe.Diaz@wv.gov](mailto:Enybe.Diaz@wv.gov)>  
**Subject:** Greenbrier

I totally forgot. It's probably to late, but do you have anything for Friday?

Best Regards,

Steve Roberts  
Business Development Manager  
Eagle Manufacturing Company

Mobile 304-914-7544  
Office 304-737-3171  
Email: [sroberts@eagle-mfg.com](mailto:sroberts@eagle-mfg.com)

This message was sent from my mobile device.

## **Spence, Stephen E**

---

**From:** Spence, Stephen E  
**Sent:** Friday, June 26, 2015 11:34 AM  
**To:** Jeffrey L Keister (Energy - 2)  
**Cc:** Donald R Raikes (Energy - 2)  
**Subject:** RE: Greenbrier Classic  
**Attachments:** 201S VIP Parking Lot Change.docx

Hello Jeff,

We have learned the Greenbrier has made a change to VIP parking. Directions to the correct lot are attached. Please note that this is different than what is printed on the parking pass we provided you. If you have any questions, please let me know. We are looking forward to meeting with you and Don next week.

Best regards,

Steve

---

**From:** Jeffrey L Keister (Energy - 2) [mailto:jeffrey.l.keister@dom.com]  
**Sent:** Wednesday, June 17, 2015 12:58 PM  
**To:** Spence, Stephen E  
**Cc:** Donald R Raikes (Energy - 2)  
**Subject:** RE: Greenbrier Classic

Stephen,

We received the tickets and parking pass today. Thanks again.

*Jeff Keister  
Dominion Energy  
Vice President - Marketing  
804-771-4459 Office  
804-837-2184 Cell*

---

**From:** Spence, Stephen E [mailto:Stephen.E.Spence@wv.gov]  
**Sent:** Friday, June 12, 2015 9:35 PM  
**To:** Jeffrey L Keister (Energy - 2)  
**Cc:** Donald R Raikes (Energy - 2); Robert C. Omdorff (Services - 6)  
**Subject:** Re: Greenbrier Classic

Jeff, Thanks for confirming. If you will provide me with your mailing address I will send the tickets and parking pass. Please contact me anytime if you have questions. I appreciate your interest and look forward to meeting you.

Steve

Sent from my iPad

On Jun 12, 2015, at 6:47 PM, "Jeffrey L Keister (Energy - 2)" <[jeffrey.l.keister@dom.com](mailto:jeffrey.l.keister@dom.com)> wrote:

Stephen,

10:30 am on the 2nd works for us and meeting in your viewing box would be convenient. Thank you for the tickets and the parking pass. Don and I will drive over from Richmond that morning and return later in the afternoon so we will not require a hotel room.

Regards,

Jeff

Sent from my iPhone

On Jun 12, 2015, at 5:38 PM, Spence, Stephen E <[Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)> wrote:

Jeff and Don,

It is great to know you are willing to meet with the Osaka Gas officials. The individuals coming are based in the U.S. and work out of both the company's Houston and New York offices. Their names are Mr. Atsushi Tanimura, Vice President, Osaka Gas USA and Mr. Tadashi Yamamoto (I do not have his title). Due to the difficulty in arranging flights to the Greenbrier they will attend the event for only a short time. They arrive in the afternoon of July 1 and will depart by noon on July 2. We would like to arrange for you to meet with them at 10:30 AM on Thursday, July 2. If that is not convenient for you, we can try another time. They have described this as an introductory, informal meeting and have not indicated what their business interest may be.

We can provide tickets to the Greenbrier Classic <http://www.greenbrierclassic.com/> and a parking pass for you for that day and can hold the meeting in the hotel or in our viewing box on the 18<sup>th</sup> green. Also, if you have a personal interest in staying longer to attend more of the tournament, we can offer tickets for additional days. I understand the Greenbrier is sold out for most of the week, but if you wish to stay overnight in the area in order to attend more of the tournament, the nearest available hotels likely are in Roanoke, VA, or Beckley.

Please let me know if I can provide additional information at this time. Thanks again for your interest.

Steve

---

Stephen E. Spence | Director, International Division | West Virginia Development Office  
State Capitol | Charleston, WV 25305-0311 USA  
tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

**From:** Robert C. Orndorff (Services - 6) [<mailto:robert.c.orndorff@dom.com>]

**Sent:** Friday, June 12, 2015 11:26 AM

**To:** Spence, Stephen E

**Cc:** Jeffrey L Keister (Energy - 2); Donald R Raikes (Energy - 2)

**Subject:** RE: Greenbrier Classic?

Steve-Thanks for considering Dominion and making this opportunity available for us. Two of our marketing VP's who are working closely with the Japanese at Cove Point would like to take advantage of your offer. They are Jeff Keister and Don Raikes who I have copied on this email. Please work directly with them regarding your offer. Good luck at the event and let me know how else I can assist you.  
Bob

---

**From:** Spence, Stephen E [<mailto:Stephen.E.Spence@wv.gov>]  
**Sent:** Wednesday, June 10, 2015 5:08 PM  
**To:** Robert C. Orndorff (Services - 6)  
**Subject:** Greenbrier Classic?

Bob,

It was good to see you at the Qatar meeting last week. Thanks for your participation. On an unrelated matter, I'm contacting you to ask if you will be attending any of the Greenbrier Classic. I'm asking because two representatives of a Japanese company, Osaka Gas <http://www.osakagasusa.com/about/index.html> will be attending part of it as a guest of our office. In recent months we have met with the company in New York and in Japan. The company does not have an immediate plan to invest in West Virginia, but we are helping them learn about the state and potential opportunities.

In our discussion with the company about our natural gas industry, they mentioned Dominion and asked if they would have the opportunity to meet someone from the company. Two individuals from Osaka Gas will be attending on July 1 and 2. If you or another appropriate person will happen to be at the Greenbrier during that time, we would like to arrange an informal meeting (probably at the WV Dept. of Commerce viewing box at the 18<sup>th</sup> green.). If you are not planning to be there, but would be willing to meet them, we would be happy to provide a ticket to the tournament and access to our box for that day.

I appreciate your consideration of this request. Please let me know if I can provide additional information.

Best regards,

Steve

---

Stephen E. Spence | Director, International Division | West Virginia Development Office  
State Capitol | Charleston, WV 25305-0311 USA  
tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

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## **Spence, Stephen E**

---

**From:** Spence, Stephen E  
**Sent:** Friday, June 26, 2015 12:08 PM  
**To:** Dave Bagnall; Hubbert, Hollie M  
**Subject:** RE: Good morning

Hi Dave, We got lucky! Thought we were sold out, but we were able to grab 3 more tickets and a parking pass for Saturday. Dinner with us may be a problem because Prime 44 is totally reserved. However, I'm told that as golfers miss the cut they (and their fans) sometimes depart early and cancel reservations. We can definitely host everyone for dinner that night, but we may be at two different tables and/or different restaurants. We can work this out as the date gets closer. Thanks. We look forward to seeing all of our Diamond Electric friends.

Steve

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**From:** Dave Bagnall [mailto:DBagnall@diaelec.com]  
**Sent:** Friday, June 26, 2015 11:54 AM  
**To:** Hubbert, Hollie M  
**Cc:** Spence, Stephen E  
**Subject:** Good morning

Hi, Hollie.

A couple of things regarding the Greenbrier Classic after meeting Mr. Yamaguchi Wednesday night and speaking with him this morning:

1 -- Is there any chance to latch onto 3 more Tournament tickets for Saturday, July 4th.

Yamaguchi san, Machino san and Takezoe san will deliver Mr. Kurita to the Greenbrier for his overnight stay about 2 p.m. on Saturday, 7/4. If you can get 3 additional tickets then they can stay to watch the tournament.

They were going to drop Kurita off and then head back to Teays Valley but after some coaxing I suggested it would be better to stay in Beckley. Now they are planning to stay overnight in Beckley (I think the Fairfield Inn but I will confirm that decision later). However, they don't have any clue as what to do after dropping Kurita off at 2 o'clock.

2 -- Also, you and Steve mentioned it might possible to include those 3 gentlemen at the Prime 44 dinner Saturday night with Kurita, Joy and yours truly. If that's the case can you include them in that dinner plan?

Thanks, Hollie. Let me know at your earliest convenience.

Dave

J. David Bagnall  
Director of Community Affairs and Governmental Relations  
Diamond Electric Manufacturing Corporation  
Eleanor, West Virginia  
734-755-9991

## Spence, Stephen E

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**From:** Spence, Stephen E  
**Sent:** Tuesday, June 30, 2015 12:19 PM  
**To:** Dave Bagnall  
**Cc:** Hubbert, Hollie M  
**Subject:** Re: Greenbrier Classic

Hi Dave, I'm out of the office today, but yes, we sent the tickets to Mr Yamaguchi. I think they were sent by FedEx yesterday so he should have them today. I'll be in the office later and will check the status with our secretary. No problem on your Sunday tickets. Please bring them with you and we'll see if someone else can use them. Thanks for your message. We look forward to seeing you and Joy soon.

Steve

Sent from my iPad

On Jun 30, 2015, at 11:45 AM, "Dave Bagnall" <[DBagnall@diaelec.com](mailto:DBagnall@diaelec.com)> wrote:

Hi, Steve and Hollie.

Couple of things:

Steve: Did you mail the 3 extra Saturday tickets to Yamaguchi at the Eleanor office? I suggested that you were going to either mail them or drop them off as you mentioned. I've alerted people at the office to be on the look out.

Steve and Hollie: Joy and I will be leaving Thursday morning for your neck of the woods. Don't know if we will make it in time for the Red, White & Boots shindig that evening. We'll be staying in Beckley so also that would mean we'd have to double back after the party to the hotel.

Also because Joy has to be at her office by 6:30 a.m. on Monday (7/6) and we'll have a 7-hour drive back on Sunday, we've decided we'll head back early Sunday morning and we won't need the Sunday tickets. Do you want me to overnight those tickets back to you or I can bring them with me and you can alert someone that they'll be available for Sunday.

I'm sorry about that change but it just won't be feasible for us to do all of that driving on Sunday evening.

Let me know and see you soon.

Dave

J. David Bagnall  
Director of Community Affairs and Government Relations  
<[image002.gif](#)>  
Corporate Office: Eleanor, West Virginia  
Telephone: 734-755-9991  
Email: [dbagnall@diaelec.com](mailto:dbagnall@diaelec.com)



## **Spence, Stephen E**

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**From:** Spence, Stephen E  
**Sent:** Tuesday, June 30, 2015 3:09 PM  
**To:** Mascia, Angela  
**Subject:** RE: Greenbrier - PF

Angela, I'm in Charleston and am heading back to the Greenbrier tomorrow, so please email Mary Jo and Paige directly explaining what you are requesting in terms of restaurant reservations, babysitting and anything else. It shouldn't be a problem. Thanks.

Steve

-----Original Message-----

**From:** Mascia, Angela  
**Sent:** Tuesday, June 30, 2015 2:59 PM  
**To:** Spence, Stephen E  
**Subject:** Greenbrier - PF

Steve - yes to the babysitter for Giulia. Please let me know if I need to touch base with Paige or MJ or if you will do so. Also, is this service available on both evenings or just one? Thanks, Angela

## **Spence, Stephen E**

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**From:** Spence, Stephen E  
**Sent:** Tuesday, June 30, 2015 3:10 PM  
**To:** Mascia, Angela  
**Subject:** RE: Greenbrier - PF

Oh and the service is probably available for both evenings, but if they want to take their child with them to the main dining room it is fine.

-----Original Message-----

**From:** Spence, Stephen E  
**Sent:** Tuesday, June 30, 2015 3:09 PM  
**To:** Mascia, Angela  
**Subject:** RE: Greenbrier - PF

Angela, I'm in Charleston and am heading back to the Greenbrier tomorrow, so please email Mary Jo and Paige directly explaining what you are requesting in terms of restaurant reservations, babysitting and anything else. It shouldn't be a problem. Thanks.

Steve

-----Original Message-----

**From:** Mascia, Angela  
**Sent:** Tuesday, June 30, 2015 2:59 PM  
**To:** Spence, Stephen E  
**Subject:** Greenbrier - PF

Steve - yes to the babysitter for Giulia. Please let me know if I need to touch base with Paige or MJ or if you will do so. Also, is this service available on both evenings or just one? Thanks, Angela

## **Spence, Stephen E**

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**From:** Spence, Stephen E  
**Sent:** Tuesday, July 07, 2015 9:33 AM  
**To:** Yasuyuki Takezoe; Hubbert, Hollie M  
**Subject:** RE: Thank you

Dear Mr. Takezoe,

Thank you for your message and the pictures. It was fun for us to see you and all our Diamond Electric friends again. We sincerely appreciate your friendship and look forward to seeing you again soon. Please let us know whenever we can be of assistance.

Best regards,

Steve

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Stephen E. Spence | Director, International Division | West Virginia Development Office  
State Capitol | Charleston, WV 25305-0311 USA  
tel: (304) 957 2067 mobile: (304) 545 0484 [Stephen.E.Spence@wv.gov](mailto:Stephen.E.Spence@wv.gov)

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**From:** Yasuyuki Takezoe [mailto:[ytakezoe@diaelec.com](mailto:ytakezoe@diaelec.com)]  
**Sent:** Tuesday, July 07, 2015 8:27 AM  
**To:** Spence, Stephen E; Hubbert, Hollie M  
**Subject:** Thank you

Dear Stephen-san, Hollie-san,

Thank you very much for inviting to excellent dinner and Greenbrier PGA tournament.  
I enjoyed delicious food and fun time to talk to you very much.

Also I got good pictures and hats from Chad.  
Thank you very much again.

I am sending two pictures in my phone. (Sorry Hollie-san, they contain just Stephen-san... and data is very big.)

We are going to do our best to grow our business in USA.  
We would really appreciate if WV state could support us in many areas.

Best regards,

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YASUYUKI TAKEZOE (竹添 泰之)  
Diamond Electric Mfg. Corporation  
Eleanor Industrial Park P.O. Box 830  
Eleanor, WV 25070

Direct: 304-514-3211, Fax: 304-586-0075

E-mail: [ytakezoe@diaelec.com](mailto:ytakezoe@diaelec.com)

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## **Spence, Stephen E**

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**From:** Spence, Stephen E  
**Sent:** Tuesday, July 14, 2015 11:01 AM  
**To:** Hubbert, Hollie M  
**Subject:** FW: Greenbrier photo

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**From:** Thompson, Mary Jo  
**Sent:** Tuesday, July 14, 2015 11:00 AM  
**To:** Spence, Stephen E  
**Subject:** RE: Greenbrier photo

We will check. Should not be a problem at all. ☺

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**From:** Spence, Stephen E  
**Sent:** Tuesday, July 14, 2015 10:59 AM  
**To:** Thompson, Mary Jo  
**Cc:** Parrish, Paige; Hubbert, Hollie M  
**Subject:** Greenbrier photo

Mary Jo, We received this great photo of the Toyota representatives, but have only one copy. Would it be possible to get another one so that both Mr. Kagimoto and Mr. Moronuki could have one? Please let me know. Thanks.

Steve

## **Spence, Stephen E**

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**From:** Spence, Stephen E  
**Sent:** Tuesday, July 14, 2015 11:09 AM  
**To:** Thompson, Mary Jo  
**Subject:** RE:

Our guest was Hiroshi Kagimoto. He played in the Monday pro-am. Is that all you need? Thanks for your help

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**From:** Thompson, Mary Jo  
**Sent:** Tuesday, July 14, 2015 11:07 AM  
**To:** Spence, Stephen E  
**Subject:**

I am having a copy sent to us. Also I have not received any info on the scoring sheet we requested and want to resend that request. Can you type out the name and the pro-am info for our client so I can ask for his scoring again.

Thank you

## 2015 Greenbrier Classic Tournament Schedule

Sunday June 28, 2015	
Load In Day	Jennifer, Paige, Mary Jo, Sean Hill and Tourism
EVENT	BID Consultants Dinner 7 pm Vineyard
Tourism	Private Dining Room Prime 7pm

Monday June 29, 2015	
	PRO-AM
AM /PM	Breakfast /Lunch 18 <sup>th</sup> Sky Box
Event	WV Night at the Advocare Building
	Shuttles start at 5:45 pm Main Entrance
	Tour at 6pm
	Reception and Dinner to follow
	Pictures with ERT-Clients and Pro's

Tuesday June 30, 2015	
AM/PM	Breakfast / Lunch 18 <sup>th</sup> Sky Box
ALL	Dinner Reservations per Charts
6pm	Founders Reception ERT/Keith North Parlor
7pm	Pairings Party Colonial Hall
	Both Invitation Only

Wednesday July 1, 2015	
	PRO-AM
AM/PM	Breakfast / Lunch 18 <sup>th</sup> Sky Box
ALL	Dinner Reservations per Charts
Concert	Keith Urban / The Band Perry 8pm
	Shuttles Start Main Entrance 6 pm
	Chelsea will be taking care of Back Stage
	With ERT / Guests
ALL	Dinner Reservations per Chart

Thursday July 2, 2015	
	Tournament Start
AM/PM	Breakfast / Lunch 18 <sup>th</sup> Sky Box
EVENT	WV Night 7pm Prime 44 Patio
	Red/White and BOOTS.
	Pictures with ERT upon Entrance

Friday July 3, 2015	
	Regular Tournament Play
ALL	SMALL BUSINESS DAY
AM/PM	Breakfast / Lunch 18 <sup>th</sup> Sky Box
12 Noon	ERT at 18 <sup>th</sup> Green to welcome Small
	Business Guests. Pictures will be taken.
Concert	Miranda Lambert/Blake Shelton 8pm
	Shuttles Start Main Entrance 6:00
	Chelsea on back stage with ERT / Guests
ALL	Dinner Reservations per Chart

Saturday July 4, 2015	
	<b>Regular Tournament Play</b>
ALL	International Day
AM/PM	Breakfast / Lunch 18 <sup>th</sup> Sky Box
12 noon	ERT at 18 <sup>th</sup> Green to welcome our
	International Guests.
	Pictures will be taken
ALL	Dinner Reservations per Chart

Sunday July 5, 2015	
	<b>End of Tournament Play</b>
All	International Day
AM/PM	Breakfast / Lunch 18 <sup>th</sup> Sky Box
12 noon	ERT at 18 <sup>th</sup> Green to welcome our
	International Guests.
	Pictures will be taken
PM	ERT Closing ceremonies (green jacket)
All	Dinner Reservations per Chart



**Ferrell, Jennifer**

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**From:** Ferrell, Jennifer  
**Sent:** Wednesday, May 17, 2017 4:07 PM  
**To:** Thompson, Mary Jo  
**Subject:** RE:  
**Attachments:** client profile - overnight.docx; client profile - daypass 2.docx

Here you go...

---

**From:** Thompson, Mary Jo  
**Sent:** Tuesday, May 16, 2017 3:08 PM  
**To:** Ferrell, Jennifer <Jennifer.L.Ferrell@wv.gov>  
**Subject:**

Please attach an electronic version of the 2017 overnight and day pass client forms.

Thank you,  
MJ

REP: \_\_\_\_\_

Clarifications? \_\_\_\_\_

Filled? \_\_\_\_\_

**2017 Greenbrier Classic  
CLIENT PROFILE  
Overnight Clients Only**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: Work \_\_\_\_\_ Cell \_\_\_\_\_

Spouse/Guest: \_\_\_\_\_

Children, if attending: \_\_\_\_\_

(names & ages) \_\_\_\_\_

Arrival Date: \_\_\_\_\_

Departure Date: \_\_\_\_\_

- Are VIP ground passes desired  
by guest on date of departure? (Y/N)

Special Needs/Requests  
(dietary, baby crib, rollaway bed, 2 beds, etc.)

Pro-Am player? (if so, M/F)

**Concert tickets are limited: Please confirm which days and no. of tickets desired for overnight clients:**

Tuesday night (July 4) Concert (TBD)	No. tickets:
Friday night (July 7) Concert (TBD)	No. tickets:
Saturday night (July 8) Concert (TBD)	No. tickets:

This information is confidential, privileged, and not subject to disclosure under West Virginia Law.

Rep: \_\_\_\_\_

**2017 Greenbrier Classic**  
**CLIENT PROFILE**  
**Daypass Clients Only**

Clarifications? \_\_\_\_\_

Filled? \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: Work \_\_\_\_\_ Cell \_\_\_\_\_

**VIP Passes**

<input type="checkbox"/> Monday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Tuesday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Wednesday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Thursday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Friday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Saturday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Sunday	Number of Tickets: _____	Parking Pass: _____

**Ground Passes**

<input type="checkbox"/> Monday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Tuesday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Wednesday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Thursday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Friday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Saturday	Number of Tickets: _____	Parking Pass: _____
<input type="checkbox"/> Sunday	Number of Tickets: _____	Parking Pass: _____

**Concert Tickets**

Tuesday night (July 4)	No. Tickets: _____
Friday night (July 7)	No. Tickets: _____
Saturday night (July 8)	No. Tickets: _____

## **WV Flood Impact Data**

As result of June 23, 2016 Flood

### **General Information**

More than 20 % of our state's counties experienced devastating flooding in June

- Four counties critically impacted
- Twelve counties declared disaster, 5 counties still remain under State of Emergency

23 people lost their lives

- Several hundred rescue missions
- 470 National Guard troops in the field (as of 6/27/16)

### **Transportation/Highways**

Data provided by: DOT

Contact: Harry Bergstrom, [Harry.L.Bergstrom@wv.gov](mailto:Harry.L.Bergstrom@wv.gov)

\$56 million in road and bridge damage, plus non-reimbursable costs for inspections and administration

- 1,300 sites on state roads were washed out
- 123 bridges damaged, 15 destroyed
- 250 roads were closed during this event

### **Stream debris**

Data provided by: (Gov. letter to President)

More than \$8 million in State funded stream debris clearance is underway, but likely twice that will be needed for to stream restoration and bank stabilization

### **Individual Housing**

Data provided by: FEMA, FIDA report (Information attached)

Jimmy Gianato

5,130 homes registered with FEMA, approximately 75% of homes were deemed unsafe after inspection, close to 90% did not have flood insurance

- Over 9000 FEMA registrations
- 1,400 homes destroyed, 2,300 had substantial damage
- Over \$45 million total FEMA Verified Loss (FVL), almost \$20 million in total Housing Unmet Need
- Housing repairs and replacements could easily exceed \$160 million
- FEMA estimates average grant award will be less than \$9,000
- Approximately 75% of homes were deemed unsafe after inspection
- Close to 90% did not have flood insurance
- Almost \$50 million in loans have been made

## **Public Assistance**

Data provided by: Jimmy Gianato (Information attached)

- Over \$66 million has been obligated to date
  - Over 46 million for Human Services
  - Almost \$20 million for Infrastructure
  - Almost \$66 million in disaster costs in 2015
  - Estimated \$13 million in Mitigation costs for 2015 and 2016
  - 133 Applicants

## **SBA**

Data provided by: US SBA, [Eric.D.Sayles@sba.gov](mailto:Eric.D.Sayles@sba.gov), to Sec. Burdette (Information attached)

Contact: Matthew Young, Public Affairs Specialist

404-331-0333 ext 2185

[Matthew.Young@sba.gov](mailto:Matthew.Young@sba.gov)

\$49,179,800 Total dollars approved for Home, Business, and Economic Injury loans

- Business Loans
  - 1,301 registrations referred by FEMA, 162 applications received, 67 loans approved
  - \$6,661,100 dollars approved
- Home Loans
  - 4,449 registrations referred by FEMA, 1,385 applications received, 698 loans approved
  - \$42,454,700 dollars approved
- RISE numbers
  - 335 applications received
  - 129 applicants approved – 836 employees
  - Total amount awarded \$1,117,980
  - Total donations \$511,751

## **VOAD Long Term Recovery**

Data provided by: Jenny Gannaway, VOAD

Contact: [jennygannaway@frontier.com](mailto:jennygannaway@frontier.com)

- **Max grants** are 289, these families received everything available from FEMA. Families receiving the max grant will need at least \$10,000 to \$15,000 more in help to fully recover. This would average out to **\$3,468,000** (at \$12,000 per family).
- **Private Bridges** – 207 x \$15,000 = **\$3,105,000** (using skilled volunteer labor). We feel at least 100 of the 207 will need help replacing their private bridge. That would be **\$1,500,000**. This was the average for the private bridges we have already built.
- **Rebuilds** – Using skilled volunteer labor we can rebuild a 3 bedroom 2 bath home for **\$45,000**. This includes everything, elevating the home above the flood plain, mitigation, two decks. All homes are built ADA compliant. Through disaster case management we work with the family to put their FEMA money towards the cost of the home. We know of 450 plus homes that will need to be rebuilt.
- **Long Term Recovery Groups** – 8 groups covering the 12 declared counties. One State Long Term recovery Group covering the undeclared counties.

## **Public schools**

Data provided by: Jimmy Gianato

- 35 schools damaged
- 5 destroyed and will need replaced at a new location out of the floodplain

## **Sales Tax**

Data provided by: Dept. of Revenue

Contact: Mark Muchow

[Mark.B.Muchow@wv.gov](mailto:Mark.B.Muchow@wv.gov)

Up to \$9 million sales tax loss for July and August

## **Agriculture damage**

Data provided by: Dept. of Agriculture, Commissioner's Office

Jennifer Keaton, 304-558-3200, [jkeaton@wvda.us](mailto:jkeaton@wvda.us)

Contact: Richard Snuffer II, State Executive Director, USDA (he sent the information)  
304-284-4801

[Rick.Snuffer@wv.usda.gov](mailto:Rick.Snuffer@wv.usda.gov)

Approximate/rounded numbers of June flooding damages are:

- 40 counties reporting agricultural impact
- 5,300 Farms affected;
- \$1.7 million - corn lost/damaged;
- \$1.6 million hay lost/damaged;
- \$500,000 pasture damaged;
- \$1.2 million farm structures damaged/destroyed;
- \$60,000 machinery damages/losses
- 700 total livestock losses (poultry (600), cattle, sheep, hogs);
- Farm fences damaged or destroyed in at least 26 counties.
- Other crop damages/losses: Strawberries, pumpkins; sweet corn, other specialty crops

11 counties have requested Emergency Conservation Program implementation:

- Approximately \$2,000,000 estimated for clean-up of ag land (not streambanks nor stream channels) for:
  - Debris Removal
  - Grading/shaping and reseeding
  - Fence replacement/repair
  - Conservation Structure replacement/repair (ponds, springs, etc.)

Multiple notices of loss related to mechanically harvested feed and purchased feed stuffs have been accepted through the Emergency Livestock Assistance Program (ELAP).

## **Workforce**

Data provided by: WV Workforce Office (Information attached)

Contact: Beth Carenbauer

304-558-7024

[Beth.N.Carenbauer@wv.gov](mailto:Beth.N.Carenbauer@wv.gov)

- 1206 Disaster related claims have been filed
- Total Wages lost as of 9/29/16 were over \$2 million, and could exceed \$2.8 million

## **Division of Natural Resources**

Data provided by: WV DNR

Contact:

- Parks and Recreation
  - Greenbrier River Trail (Greenbrier & Pocahontas Counties) - \$2,000,000.00 (rough estimate)
  - Little Beaver SP (Raleigh County) - \$2,883.00 Moncove Lake SP (Monroe County) - \$4,876
  - Greenbrier SF (Greenbrier County) - \$100,000.00 Babcock SP (Fayette County) - \$35,000.00
  - Hawks Nest SP (Fayette County) - \$4,188.00+

Subtotal - \$2,146,947.00

- Wildlife
  - Public Stream Access Sites (Summers County) - \$11,900.00 Wallback WMA (Roane County) - \$9,600.00+ Edray Trout Hatchery (Pocahontas County) - \$3,410.00 + Bridge Handley WMA (Pocahontas County) - \$3,000.00

Subtotal - \$27,910.00+

- Law Enforcement
  - Subtotal (multiple counties) - \$25,800.24

- **DNR Total - \$2,200,657.24+**

## **Tourism**

Data provided by: WV Tourism Office

Contact: Amy Goodwin

### **OVERVIEW**

- 44 tourism industry members (from 9 counties) shared completed surveys showing some type of impact from the June 2016 flooding.
- The affected areas (based on survey results) include: Fayette, Greenbrier, Kanawha, Mercer, Monroe, Nicholas, Pocahontas, Putnam and Randolph counties.

### **KEY FINDINGS (as reported in survey responses)**

- Operations disrupted or businesses closed: 1 to 40 days / 7 days being the average.
- Estimated number of visitors lost: nearly 34,000
- Estimated loss of revenue: nearly \$22 million
- 19 respondents indicated their employees were unemployed anywhere from a few days to a few weeks
- Primary immediate and/or long-term infrastructure needs included: road repairs, basement and parking area clean-ups, debris removal, and general repairs.
- While most respondents were not directly impacted by the flooding, many were impacted by either impassable routes, cancellation of events, or perception that the entire state was under water
- Water related attractions such as lakes, rivers, and rafting outfitters saw significant declines in business for reasons including high waters eliminating access (during flooding) and perception of high water (even after waters receded).

### **9 COUNTY BREAKDOWNS (as reported in survey responses)**

#### **Fayette**

Reported Revenue Lost: \$989,125

Key Infrastructure Needs: Public and Private Roads need repaired, inspected | Sewer systems need Inspected, repaired

#### **Greenbrier**

Reported Revenue Lost: \$20,189,250

Key Infrastructure Needs: Drainage Problems | Public and Private Roads need repaired, inspected | Bridges need inspected, repaired | Power Grid inspection, update

#### **Kanawha**

Reported Revenue Lost: \$137,050

Key Infrastructure Needs: Boat Ramp and Parking Area repairs (WV DNR-Wildlife) | Street signs washed away | Interstate signs indicating 'emergency vehicle access only' deterring visitors

#### **Mercer**

Reported Revenue Lost: \$12,000

Key Infrastructure Needs: N/A



#### Monroe

Reported Revenue Lost: \$2,000

Key Infrastructure Needs: Removal of debris and rock at culverts and a walkway | Need gravel to replace flooded walkways, shoulders, paths, etc.

#### Nicholas

Reported Revenue Lost: \$305,783

Key Infrastructure Needs: Roads need re-graveled | Summerville Lake specific: cleaning up debris water, restore power, cleaning up mud, improving water quality and clarity, repairing damages to campsites, rest rooms, cleaning up kayak launch

#### Pocahontas

Reported Revenue Lost: \$172,300

Key Infrastructure Needs: Bridge inspections and repairs | Road inspections, repairs | Culvert replacements | Trail surface improvement | Debris and tree removal

#### Putnam

Reported Revenue Lost: \$5,000

Key Infrastructure Needs: N/A

#### Randolph

Reported Revenue Lost: \$5,000

Key Infrastructure Needs: N/A

#### Loss of revenue documentation for the Greenbrier Classic:

Numbers about the economic effect of the cancellation of the golf tournament, that includes two programs, are not yet determined. But from economic development experts to tourism officials, the consensus is that effect of the Classic is "priceless."

In 2011, an economic impact study of the first tournament showed an overall economic impact of more than \$111 million.

The study, "The Greenbrier Classic: Impacts and Opportunities," said the week generated \$2.5 million in tax revenue for West Virginia, with attendees spending \$21 million on lodging, shopping, food, tickets, transportation and other entertainment.

West Virginia Secretary of Commerce Keith Burdette told The Register-Herald this week that the tax revenue from the Classic is a fraction of the benefit it brings to the entire state.

Greenbrier County, with a 3 percent hotel/motel tax, has seen a bump in collections for July occupancy taxes every year since the Classic began. Those numbers also include lodging establishments like the Fairfield Marriott, Holiday Inn Express, Hampton Inn and Quality Inn, where the occupancy tax is doubled inside Lewisburg's city limits. (This tax revenue was lost due to the cancellation.)